

Message Text

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ACTION EB-07

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AMCONSUL GUAYAQUIL

UNCLAS QUITO 8327

DEPT FOR EB

E.O. 11652: N/A

TAGS: BBSR, BEXP, EC

SUBJECT: CONTRACTING WTDR REQUIREMENTS

REF: STATE A-5327

ANSWERS ARE KEYED TO QUESTIONS IN REPAIR.

A) INFORMES-AGENCIAS-ESTUDIOS. PROFESSIONAL ORGANIZATION
ESTABLISHED IN 1956 WHICH SERVICES BANKS, INTERNATIONAL
ORGANIZATIONS AND OTHER CLIENTS INTERESTED IN OBTAINING
CREDIT, SALES, AND FINANCIAL INFORMATION ON ECUADOREAN
FIRMS. CONTRACTUAL ARRANGEMENTS WERE MADE FY-74.

B) US \$10

C) IN FY 76 (JULY 1, 1975 TO JUNE 30, 1976), CONTRACTOR
SUPPLIED 103 REPORTS. ESTIMATED QUANTITY SUPPLIED IN FY
77: 130 REPORTS.

D) 88 PERCENT

E) CONTRACTOR PROVIDES FOLLOWING INFORMATION: NAME OF
FIRM, ADDRESS, CABLE, TELEPHONE NO., MAJOR ACTIVITIES
OF FIRM, YEAR OF ESTABLISHMENT, NO. OF EMPLOYEES, NAME
OF MANAGER, FINANCIAL AND TRADE REFERENCES, FOREIGN
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FIRMS REPRESENTED, NAMES OF SHAREHOLDERS, AMOUNTS OF

REGISTERED AND WORKING CAPITAL, SALES FIGURES, CREDIT

F) POST SENDS ITS OWN QUESTIONNAIRE. POST ALSO CONTACTS FIRM DIRECTLY AND CONSULTS LOCAL BANKS.

G) NO; IN SPANISH

H) NO

I) NO; SIC CODING IS DONE BY FSS AMERICAN SECRETARY AND/OR FSL COMMERCIAL SPECIALIST; 1/6 PERSON-HOUR PER REPORT.

J) NO

K) CONTRACTOR DOES NOT REPRODUCE NOR DISTRIBUTE WTDR TO OTHERS; HOWEVER, IF REQUIRED, IT USES THE BASIC INFORMATION OBTAINED IN SUBMITTING REPORTS TO OTHERS.

L) 20, 10, 30

M) (1) 60 PERSON-HOURS;

90 PERCENT - FSS PERSON-HOURS

10 PERCENT - FSL PERSON-HOURS

(2) 20 PERSON-HOURS; TRANSLATION DONE BY FSS.

(3) 30 PERSON-HOURS

N) 199 PERSON-HOURS; WORK WOULD BE DONE PRIMARILY BY FSL

O) (1) AND (2) YES. HOWEVER, EMBASSY HAS TO MAKE PERIODIC CHECKS TO KEEP CONTRACTOR PROVIDING RELIABLE INFORMATION.

(3) YES

P) CONTRACTUAL ARRANGEMENTS DO RESULT IN A SIGNIFICANT LOSS OF PERSONAL CONTACTS BY POST PERSONNEL WITH BUSINESS FIRMS. HOWEVER, THE CONTRACTING OUT OF WTDRS HAS PERMITTED US TO ESTABLISH AN ACTIVE MARKET ANALYSIS UNIT (MAU) CONSISTING OF ONE LOCAL EMPLOYEE AT THE EMBASSY AND ANOTHER AT THE SOLE CONSTITUENT POST; AND THE TIME THAT THESE EMPLOYEES FORMERLY DEVOTED TO WTDR WORK IS NOW LARGELY DEVOTED TO MAKING OUTSIDE CALLS TO FERRET OUT TRADE OPPORTUNITIES AND MARKET INFORMATION, AND THESE CALLS PROVIDE OPPORTUNITIES FOR PERSONAL UNCLASSIFIED

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CONTACTS TO ABOUT THE SAME EXTENT AS DID THE CALLS FORMERLY MADE TO OBTAIN WTDR INFORMATION.

Q) IT IS OUR VIEW THAT POSTS SHOULD CONTRACT OUT WTDR WORK ONLY IF THEY ARE PREPARED TO USE THE RESULTANT SAVINGS IN PERSON-HOURS TO ESTABLISH AN ACTIVE MAU.

BLOOMFIELD

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